

Margin

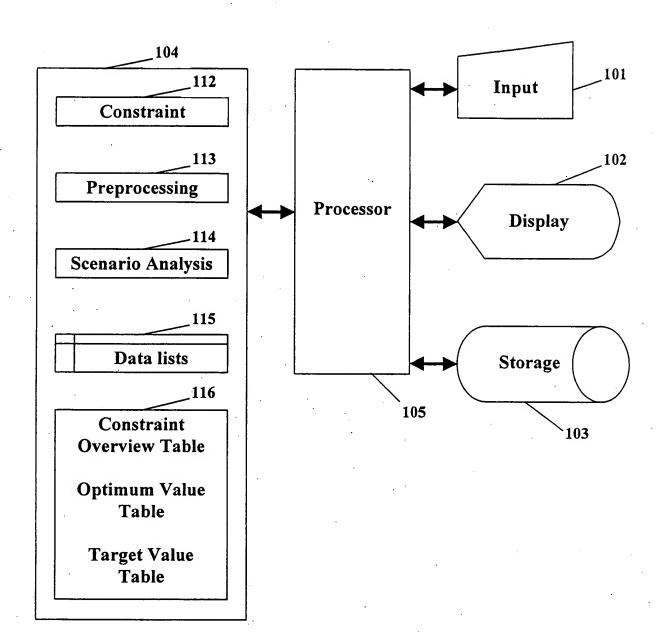


Figure 3

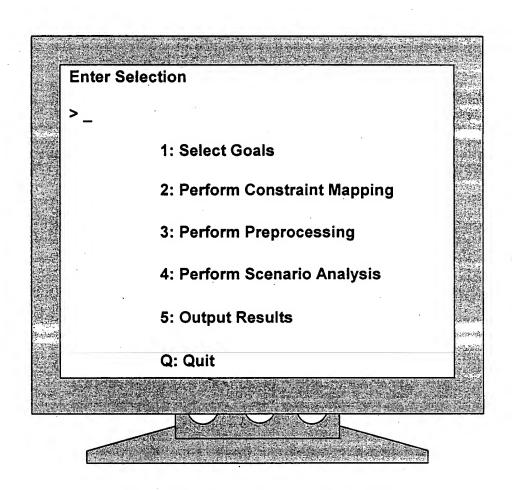


Figure 4

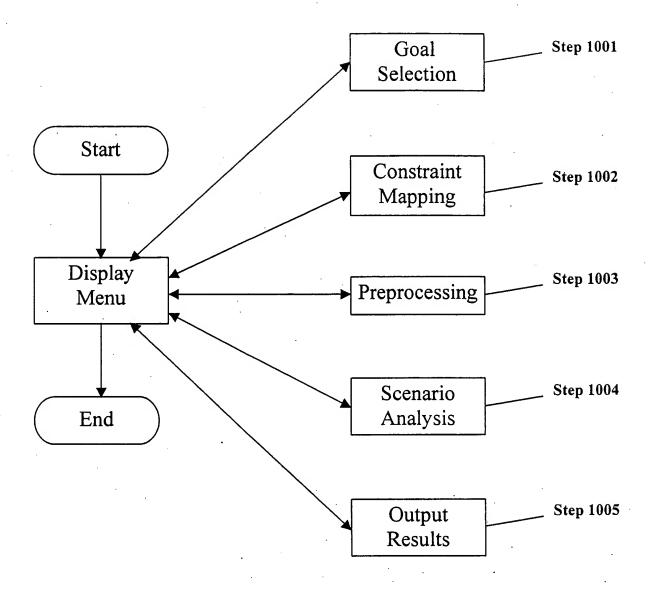


Figure 5

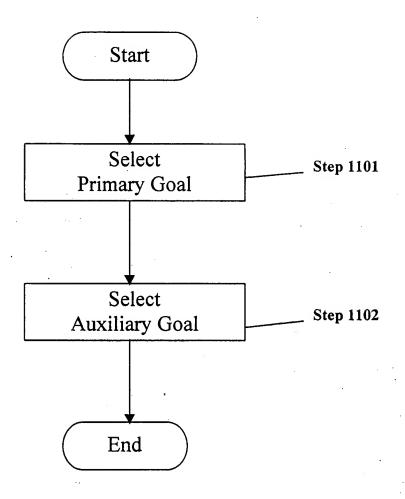


Figure 6

#### **Select Goals**

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# **Select Primary Goal**

- 1. Select Predefined Primary Goal
  - a. Maximize Gross Profits:

$$\Pi = \sum_{i} Q_i(P_i - C_i)$$

b. Maximize Total Sales:

$$\Pi = \sum Q_i P_i$$

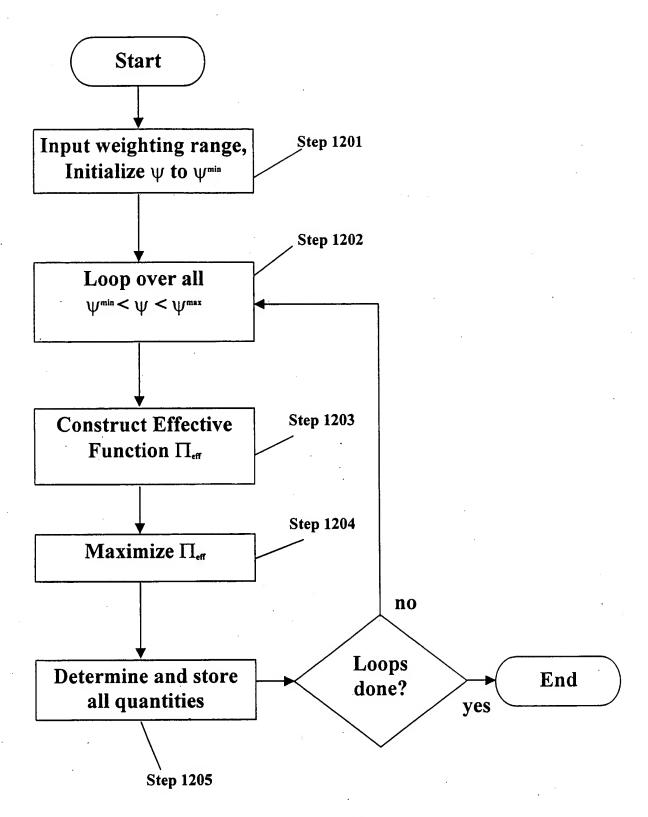
2. Define New Primary Goal

### **Select Auxiliary Goal**

- 3. Select Predefined Auxiliary Goal
  - c. Maintain Overall Price Image:

$$\phi = \frac{1}{N} \sum_{i=1}^{N} \frac{P_i}{P_i} \times w_i,$$

- 4. Define New Auxiliary Goal
- Q. Return to Main Menu



Figur 8

Ψ	П	ф
1	\$10,000	0
2	\$11,000	1
3	\$12,000	2
4	\$13,000	3
5	\$14,000	2
6	\$15,000	1
7	\$16,000	2
8	\$17,000	3

### **Constraint Overview Table**

φ <sup>targ</sup>	$\Psi^{ ext{high}}$	ψ <sup>low</sup>
0.5	1	2
2.5	3	4
2.5	4	5
3.5	NULL	NULL

 $\{\phi^{\mathsf{bound}}\}$ 

Figure 9

# **Enter Weighting Rang**

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- 1. Select Minimum Value:  $\psi^{min}$
- 2. Select Maximum Value:  $\psi^{\text{max}}$
- 3. Select Resolution:  $\delta \psi$
- 4. Continue Constraint Mapping Routine

Figure 10

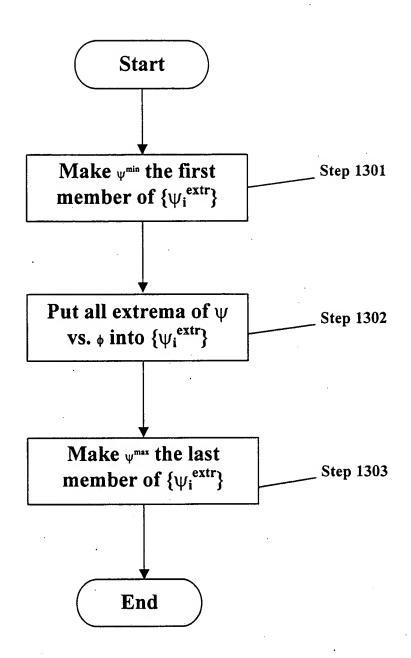


Figure 11

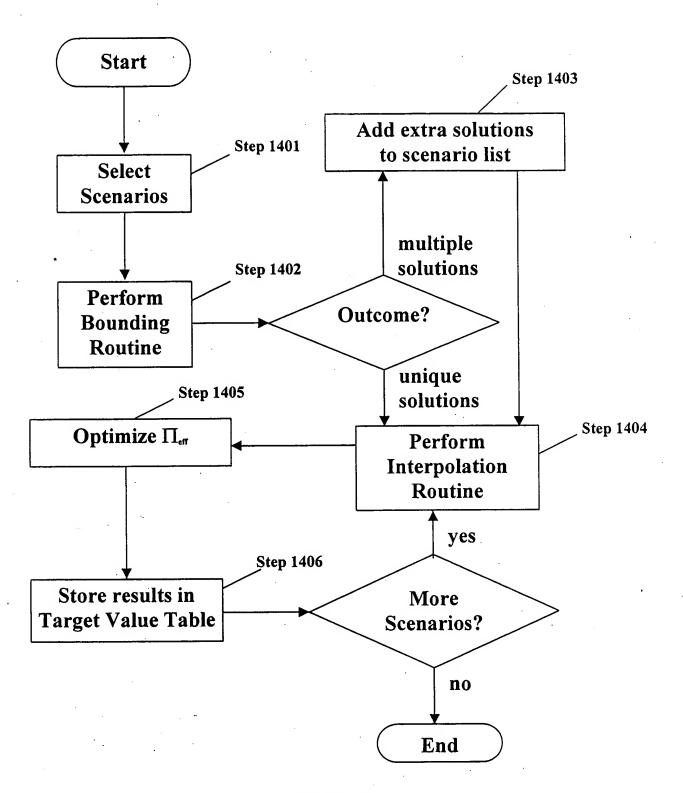


Figure 12

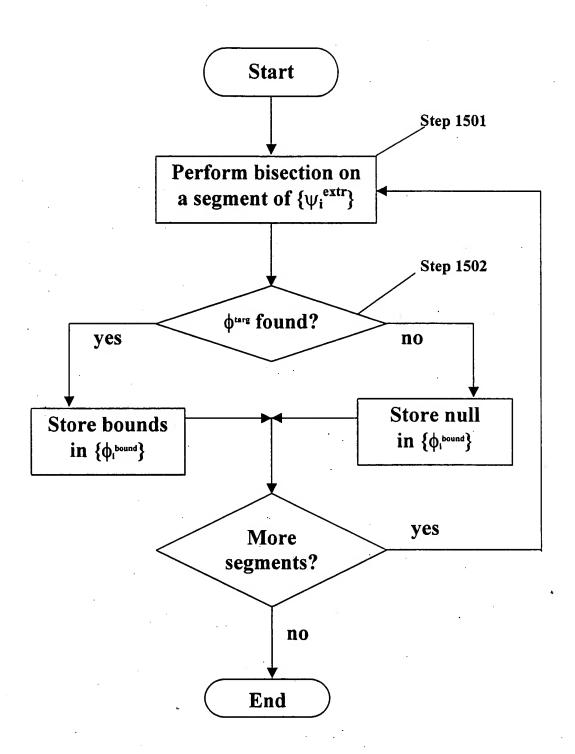
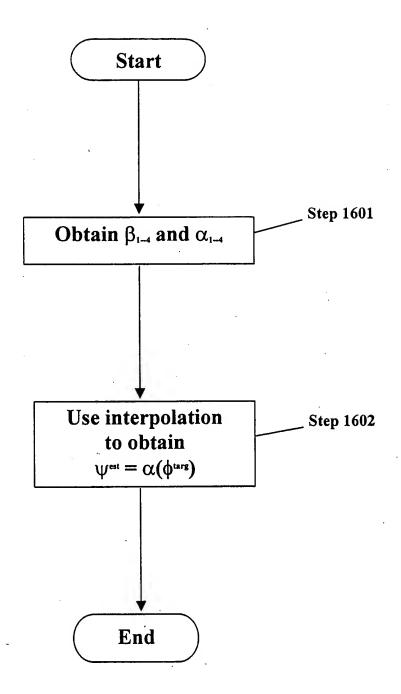


Figure 13



Figur 14

Constraint Overview Table			
	•••		
$\psi = \alpha_1$	$\phi = \beta_1$		
$\psi = \alpha_2$	$\phi^{low} = \beta_2$		
$\phi^{\text{low}} < \phi^{\text{targ}} < \phi^{\text{high}}$			
$\psi = \alpha_3$	$\phi^{high} = \beta_3$		
$\psi = \alpha_4$	$\phi = \beta_4$		

Figure 15

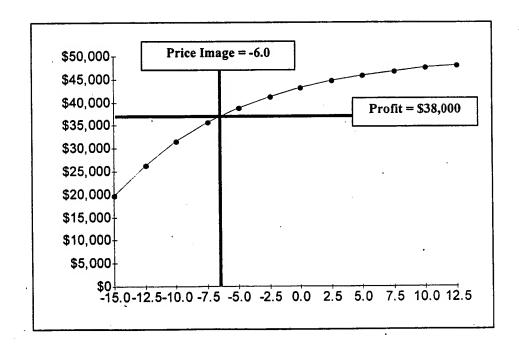


Figure 16